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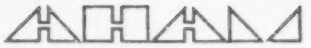
ASSOCIATION OF HOME APPLIANCE MANUFACTURERS
20 NORTH WACKER DRIVE • CHICAGO, ILLINOIS 60606
312-984-5800
GOVERNMENT RELATIONS: 1901 L STREET, N. W.
WASHINGTON, D. C. 20036; 202-466-3350



## HOME LAUNDRY
## ESTIMATED DISTRIBUTOR SALES BY STATE
## 1985

| STATE | Households by State - 1984* (In Thousands) | AUTOMATIC WASHERS | ELECTRIC DRYERS | GAS DRYERS |
|---|---|---|---|---|
| Alabama | 1,421 | 92,600 | 59,100 | 2,600 |
| Alaska | 165 | 7,700 | 5,200 | 1,200 |
| Arizona | 1,094 | 83,000 | 59,500 | 6,600 |
| Arkansas | 861 | 48,200 | 31,000 | 3,900 |
| California | 9,502 | 526,900 | 197,600 | 211,000 |
| Colorado | 1,189 | 67,700 | 54,900 | 3,600 |
| Connecticut | 1,156 | 83,500 | 56,100 | 7,000 |
| Delaware | 223 | 16,200 | 11,500 | 1,000 |
| Dist. of Columbia | 251 | 12,600 | 9,200 | 1,300 |
| Florida | 4,306 | 345,100 | 243,100 | 9,300 |
| Georgia | 2,074 | 169,800 | 116,400 | 7,700 |
| Hawaii | 324 | 17,900 | 7,500 | 600 |
| Idaho | 346 | 17,000 | 14,100 | 200 |
| Illinois | 4,179 | 187,200 | 64,000 | 82,300 |
| Indiana | 1,991 | 102,800 | 64,500 | 19,300 |
| Iowa | 1,076 | 44,000 | 23,100 | 9,600 |
| Kansas | 913 | 48,800 | 32,100 | 6,100 |
| Kentucky | 1,328 | 68,100 | 46,100 | 4,600 |
| Louisiana | 1,532 | 101,900 | 57,900 | 16,800 |
| Maine | 420 | 24,600 | 17,600 | 400 |
| Maryland | 1,569 | 97,400 | 66,500 | 9,900 |
| Massachusetts | 2,131 | 136,300 | 85,700 | 23,200 |
| Michigan | 3,249 | 175,600 | 71,700 | 65,400 |
| Minnesota | 1,519 | 75,400 | 36,900 | 22,100 |
| Mississippi | 877 | 54,000 | 33,000 | 1,500 |

| STATE | Households by State - 1984* (In Thousands) | AUTOMATIC WASHERS | ELECTRIC DRYERS | GAS DRYERS |
|---|---|---|---|---|
| Missouri | 1,871 | 98,300 | 61,400 | 15,700 |
| Montana | 301 | 14,700 | 11,700 | 300 |
| Nebraska | 594 | 29,600 | 20,300 | 2,700 |
| Nevada | 353 | 14,500 | 9,900 | 2,200 |
| New Hampshire | 355 | 24,300 | 17,200 | 2,000 |
| New Jersey | 2,694 | 179,800 | 67,400 | 65,700 |
| New Mexico | 495 | 29,000 | 19,900 | 3,100 |
| New York | 6,598 | 305,300 | 136,200 | 63,800 |
| North Carolina | 2,221 | 163,700 | 108,400 | 2,600 |
| North Dakota | 241 | 11,500 | 8,500 | 500 |
| Ohio | 3,932 | 222,900 | 144,500 | 28,700 |
| Oklahoma | 1,231 | 67,700 | 47,300 | 7,600 |
| Oregon | 1,025 | 47,200 | 37,800 | 900 |
| Pennsylvania | 4,356 | 257,400 | 141,900 | 45,500 |
| Rhode Island | 355 | 16,500 | 9,900 | 2,500 |
| South Carolina | 1,126 | 78,500 | 51,200 | 900 |
| South Dakota | 251 | 10,600 | 7,100 | 700 |
| Tennessee | 1,713 | 112,000 | 77,500 | 1,600 |
| Texas | 5,626 | 393,300 | 271,900 | 35,200 |
| Utah | 502 | 30,400 | 22,000 | 3,600 |
| Vermont | 191 | 10,800 | 7,600 | 700 |
| Virginia | 2,029 | 136,900 | 98,600 | 2,500 |
| Washington | 1,649 | 81,700 | 68,100 | 1,600 |
| West Virginia | 704 | 32,500 | 22,200 | 2,100 |
| Wisconsin | 1,728 | 80,500 | 46,800 | 17,000 |
| Wyoming | 180 | 6,900 | 5,500 | 200 |
| **TOTAL** | **86,017** | **5,060,800** | **2,985,100** | **827,100** |

*Source: Provisional Estimates for July 1, 1984. U. S. Department of Commerce, Bureau of the Census, Series PC-25, No. 974, August 1985. Estimates of Households for States: 1981-1984.

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# KITCHEN APPLIANCES
## ESTIMATED DISTRIBUTOR SALES BY STATE
## 1985

| STATE | Households by State - 1984* (In Thousands) | ELECTRIC RANGES | | DISHWASHERS | | TRASH COMPACTORS |
|---|---|---|---|---|---|---|
| | | FREE STAND | BUILT-IN | PORTABLE | BUILT-IN | |
| Alabama | 1,421 | 38,300 | 12,500 | 2,700 | 42,600 | 2,400 |
| Alaska | 165 | 4,600 | 1,000 | 200 | 8,900 | 800 |
| Arizona | 1,094 | 82,000 | 17,200 | 2,200 | 103,900 | 2,400 |
| Arkansas | 861 | 16,300 | 8,100 | 2,000 | 21,700 | 1,800 |
| California | 9,502 | 164,800 | 95,300 | 16,600 | 494,800 | 34,900 |
| Colorado | 1,189 | 55,300 | 7,600 | 2,900 | 67,600 | 3,000 |
| Connecticut | 1,156 | 56,200 | 8,600 | 4,900 | 55,800 | 3,400 |
| Delaware | 223 | 8,900 | 1,100 | 700 | 10,200 | 600 |
| Dist. of Columbia | 251 | 6,100 | 700 | 200 | 11,600 | 600 |
| Florida | 4,306 | 287,000 | 36,300 | 6,400 | 263,600 | 10,400 |
| Georgia | 2,074 | 75,300 | 30,600 | 3,100 | 110,800 | 5,100 |
| Hawaii | 324 | 8,600 | 3,500 | 4,400 | 6,600 | 200 |
| Idaho | 346 | 10,600 | 1,800 | 1,900 | 12,200 | 600 |
| Illinois | 4,179 | 42,000 | 9,200 | 10,900 | 87,500 | 4,100 |
| Indiana | 1,991 | 36,300 | 6,100 | 6,400 | 42,800 | 2,800 |
| Iowa | 1,076 | 18,800 | 2,100 | 3,500 | 17,800 | 900 |
| Kansas | 913 | 21,200 | 4,500 | 3,300 | 30,700 | 1,800 |
| Kentucky | 1,328 | 40,300 | 5,800 | 3,800 | 27,000 | 1,600 |
| Louisiana | 1,532 | 23,700 | 11,600 | 2,000 | 43,800 | 3,600 |
| Maine | 420 | 18,200 | 1,600 | 1,800 | 11,300 | 700 |
| Maryland | 1,569 | 62,700 | 7,500 | 2,800 | 78,900 | 3,300 |
| Massachusetts | 2,131 | 77,700 | 8,700 | 8,500 | 88,200 | 6,600 |
| Michigan | 3,249 | 74,000 | 8,700 | 15,400 | 77,100 | 2,900 |
| Minnesota | 1,519 | 40,900 | 5,000 | 4,600 | 47,600 | 1,800 |
| Mississippi | 877 | 19,300 | 7,200 | 1,300 | 20,600 | 1,100 |

| STATE | Households by State - 1984* (In Thousands) | ELECTRIC RANGES FREE STAND | ELECTRIC RANGES BUILT-IN | DISHWASHERS PORTABLE | DISHWASHERS BUILT-IN | TRASH COMPACTORS |
|---|---|---|---|---|---|---|
| Missouri | 1,871 | 44,400 | 11,500 | 5,600 | 58,200 | 2,500 |
| Montana | 301 | 8,800 | 1,200 | 1,500 | 7,700 | 700 |
| Nebraska | 594 | 15,300 | 2,600 | 2,900 | 17,500 | 600 |
| Nevada | 353 | 11,500 | 2,100 | 400 | 15,800 | 900 |
| New Hampshire | 355 | 16,400 | 1,200 | 1,100 | 17,900 | 1,200 |
| New Jersey | 2,694 | 50,000 | 8,600 | 9,300 | 122,300 | 5,900 |
| New Mexico | 495 | 15,900 | 2,800 | 1,100 | 21,600 | 1,300 |
| New York | 6,598 | 103,300 | 17,000 | 19,900 | 173,300 | 6,200 |
| North Carolina | 2,221 | 123,600 | 27,500 | 3,700 | 90,900 | 4,700 |
| North Dakota | 241 | 6,700 | 400 | 600 | 6,500 | 300 |
| Ohio | 3,932 | 102,700 | 12,200 | 13,400 | 87,300 | 3,700 |
| Oklahoma | 1,231 | 20,600 | 11,600 | 3,600 | 42,100 | 3,100 |
| Oregon | 1,025 | 21,700 | 9,900 | 3,400 | 30,600 | 1,400 |
| Pennsylvania | 4,356 | 113,800 | 15,100 | 20,700 | 127,900 | 5,900 |
| Rhode Island | 355 | 6,400 | 700 | 500 | 8,700 | 700 |
| South Carolina | 1,126 | 48,300 | 13,800 | 1,400 | 43,000 | 1,900 |
| South Dakota | 251 | 6,000 | 300 | 900 | 4,600 | 200 |
| Tennessee | 1,713 | 80,000 | 16,600 | 4,500 | 64,600 | 3,700 |
| Texas | 5,626 | 195,800 | 65,900 | 7,300 | 332,400 | 22,000 |
| Utah | 502 | 28,400 | 4,400 | 2,100 | 30,600 | 1,700 |
| Vermont | 191 | 7,500 | 700 | 600 | 7,200 | 300 |
| Virginia | 2,029 | 83,200 | 18,300 | 2,800 | 85,400 | 4,100 |
| Washington | 1,649 | 52,100 | 17,000 | 4,600 | 65,800 | 3,700 |
| West Virginia | 704 | 14,300 | 2,300 | 1,700 | 8,300 | 1,100 |
| Wisconsin | 1,728 | 44,300 | 4,300 | 7,100 | 33,000 | 1,200 |
| Wyoming | 180 | 2,600 | 300 | 600 | 2,500 | 200 |
| **TOTAL** | **86,017** | **2,512,700** | **570,600** | **233,800** | **3,289,300** | **176,600** |

*Source: Provisional Estimates for July 1, 1984. U. S. Department of Commerce, Bureau of the Census, Series PC-25, No. 974, August 1985. Estimates of Households for States: 1981-1984.

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WASHINGTON, D. C. 20036; 202-466-3350

# REFRIGERATION
# ESTIMATED DISTRIBUTOR SALES BY STATE
# 1985

| STATE | Households by State - 1984* (In Thousands) | REFRIGERATORS | FREEZERS | | ROOM AIR CONDITIONERS |
|---|---|---|---|---|---|
| | | | CHEST | UPRIGHT | |
| Alabama | 1,421 | 101,900 | 24,900 | 11,400 | 69,900 |
| Alaska | 165 | 8,800 | 2,200 | 1,500 | 100 |
| Arizona | 1,094 | 126,300 | 5,100 | 8,800 | 14,400 |
| Arkansas | 861 | 47,000 | 10,700 | 5,300 | 36,500 |
| California | 9,502 | 715,600 | 21,600 | 43,100 | 204,200 |
| Colorado | 1,189 | 79,100 | 5,400 | 8,600 | 11,000 |
| Connecticut | 1,156 | 99,000 | 3,700 | 7,800 | 80,200 |
| Delaware | 223 | 15,100 | 1,700 | 2,000 | 14,200 |
| Dist. of Columbia | 251 | 19,000 | 1,000 | 2,100 | 14,300 |
| Florida | 4,306 | 447,800 | 35,300 | 32,000 | 215,400 |
| Georgia | 2,074 | 232,200 | 30,400 | 20,600 | 92,600 |
| Hawaii | 324 | 22,000 | 3,500 | 1,800 | 7,800 |
| Idaho | 346 | 19,700 | 2,500 | 4,100 | 4,400 |
| Illinois | 4,179 | 212,900 | 32,000 | 25,400 | 96,000 |
| Indiana | 1,991 | 126,800 | 17,500 | 12,700 | 42,900 |
| Iowa | 1,076 | 41,300 | 9,900 | 5,800 | 18,900 |
| Kansas | 913 | 49,200 | 6,400 | 5,600 | 17,700 |
| Kentucky | 1,328 | 66,100 | 14,300 | 7,300 | 38,900 |
| Louisiana | 1,532 | 96,500 | 23,700 | 19,500 | 94,500 |
| Maine | 420 | 26,400 | 3,300 | 2,600 | 6,600 |
| Maryland | 1,569 | 120,500 | 7,800 | 11,200 | 72,800 |
| Massachusetts | 2,131 | 165,900 | 8,100 | 12,900 | 99,900 |
| Michigan | 3,249 | 177,200 | 19,800 | 20,300 | 57,900 |
| Minnesota | 1,519 | 81,800 | 13,000 | 8,200 | 32,000 |
| Mississippi | 877 | 58,600 | 24,400 | 8,900 | 40,200 |

| STATE | Households by State - 1984* (In Thousands) | REFRIGERATORS | FREEZERS | | ROOM AIR CONDITIONERS |
|---|---|---|---|---|---|
| | | | CHEST | UPRIGHT | |
| Missouri | 1,871 | 103,200 | 17,000 | 10,800 | 50,900 |
| Montana | 301 | 12,300 | 3,400 | 2,800 | 5,400 |
| Nebraska | 594 | 30,600 | 5,600 | 4,000 | 9,300 |
| Nevada | 353 | 20,500 | 900 | 2,000 | 6,200 |
| New Hampshire | 355 | 23,300 | 1,200 | 2,300 | 15,900 |
| New Jersey | 2,694 | 219,400 | 9,200 | 18,600 | 221,200 |
| New Mexico | 495 | 31,100 | 2,800 | 4,000 | 2,400 |
| New York | 6,598 | 392,000 | 22,000 | 33,400 | 280,800 |
| North Carolina | 2,221 | 190,300 | 23,200 | 17,100 | 87,100 |
| North Dakota | 241 | 9,300 | 3,900 | 1,700 | 5,100 |
| Ohio | 3,932 | 220,000 | 32,000 | 29,600 | 95,100 |
| Oklahoma | 1,231 | 61,000 | 8,000 | 8,800 | 38,500 |
| Oregon | 1,025 | 47,100 | 3,800 | 10,200 | 10,100 |
| Pennsylvania | 4,356 | 284,800 | 26,700 | 29,700 | 164,400 |
| Rhode Island | 355 | 20,100 | 1,100 | 1,800 | 9,900 |
| South Carolina | 1,126 | 81,300 | 13,700 | 9,500 | 54,000 |
| South Dakota | 251 | 9,400 | 2,800 | 1,400 | 5,300 |
| Tennessee | 1,713 | 132,700 | 24,200 | 14,300 | 78,600 |
| Texas | 5,626 | 476,500 | 40,600 | 50,700 | 227,800 |
| Utah | 502 | 38,100 | 2,600 | 4,900 | 4,600 |
| Vermont | 191 | 12,000 | 600 | 800 | 3,000 |
| Virginia | 2,029 | 151,600 | 15,800 | 16,200 | 79,600 |
| Washington | 1,649 | 88,100 | 7,900 | 16,500 | 10,700 |
| West Virginia | 704 | 27,100 | 5,200 | 3,900 | 17,800 |
| Wisconsin | 1,728 | 89,700 | 15,800 | 10,900 | 33,100 |
| Wyoming | 180 | 4,900 | 1,000 | 1,100 | 1,100 |
| **TOTAL** | **86,017** | **5,933,100** | **619,200** | **596,500** | **2,901,200** |

*Source: Provisional Estimates for July 1, 1984. U. S. Department of Commerce, Bureau of the Census, Series PC-25, No. 974, August 1985. Estimates of Households for States: 1981-1984.